



# SARDAR GULL

Assistant Sales Manager Key Accounts

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## PROFILE

*To build on my strength of honesty and sincerity in order to grow character, evolve professionally and be beneficially for my organization. To lead an intellectually satisfying career and have a clear conscience at end of my life.*

## WORK EXPERIENCE

1 Month Trainee Store Incharge,  
Rashideya 3  
Ajman United Arab Emirates.



Pakistan Supermarket

Assistant Sales Manager (IMT Lahore,  
Multan, Faisalabad  
Islamabad, Karachi, Gujranwala &  
LMT Lahore.



GLOBAL MARKS (PVT.) LTD

DEC,2022-PRESENT

Major Responsibilities:

- Accounting
- To new Induction & prepare agreement.
- To follow up Deliveries.
- Deals with customers for boost the sales.
- Primary and secondary sales.
- Recovery Collection.
- Prices update at all channel
- Promotion design, locked and execution
- Deals with trade Horeca Office and Industry.
- Solve problems at all channel.
- Boost sales at all channel.
- Responsible for target achievements with proper planning.
- To plan & carry out sales activities to agreed budgets, sales volumes, values, product mix and timescales.
- Implementation of company policies.
- To carry out sales promotional activities.
- Handling of sales promoter.
- Respond to and follow up sales inquiries.
- Continual improvement of processes, assigned, tasks and related responsibilities.
- Work as a team leader with team members.
- Proper Documentation.

## EDUCATION

STATUS: VISIT VISA 5  
YEARS MULTIPLE

Master Political Science  
FROM THE  
UNIVERSITY OF  
PUNJAB

Graduation  
UNIVERSITY OF THE  
PUNJAB SECOND  
DIVISION

F.A  
BISE LAHORE

DATE OF BIRTH  
06-18-1985

## SKILLS

SALES RETAIL/FIELD, B2B, B2C

MATURE/OUTGOING PERSON

STRONG PEOPLE'S SKILLS

COMMUNICATION SKILLS

LEADERSHIP EXPERIENCE

MANAGEMENT & ACCOUNTING

3 MONTHS COMPUTER SHORT COURSES DIPLOMA FROM PEAK SOLUTION COLLEGE, SADAR CANTT LAHORE.

EXTREMELY AMBITIOUS AND GOAL ORIENTED.

MS OFFICE (WORD, EXCEL, POWER POINT, MS WINDOWS. INTERNET COMPUTER HARDWARE MICROSOFT ACCESS.

REFERENCES AVAILABLE UPON REQUEST

## Achievement

In this year 2024 I have break all my previous records in IMT which is 80% growth from last year and that is highest ever.

Field Manager (IMT Lahore,

Multan, Faisalabad

Islamabad, Karachi & Gujranwala.

LMT & G.T  
Lahore)

KAUSAR GHEE MILLS (PVT.) LTD



Sep, 2017 -NOV-2022

## Major Responsibilities:

- Accounting.
- Prices update at all channel
- Promotion design, locked and execution
- Deals with trade Horeca Office and Industry.
- Solve problems at all channel.
- Boost sales at all channel.
- Responsible for target achievements with proper planning.
- To plan & carry out sales activities to agreed budgets, sales volumes, values, product mix and timescales.
- Implementation of company polices.
- To carry out sales promotional activities.
- Handling of sales promoter.
- Respond to and follow up sales inquiries.
- Continual improvement of processes, assigned, tasks and related responsibilities.
- Work as a team leader with team members.
- Proper Documentation.
- To make the counter strategies to block the competitors.
- To have keen observation of products growth & decline.
- To give different plans about stall activities, lucky draws and shops target to promote our brand wise product.
- To groom the sales officers for the next promotion.
- Motivation of merchandiser and promoters.
- Target Forecasting

## Achievement

In Ramdan 2018 I have break all my previous records in IMT which is 53% growth from last year and that is highest ever

I have also intended another Trade Club which is named as (Hum Ahang) and through that we have received highest no. of sales in Lahore at the history of Kausar Ghee Mills.

## Certificate

I have received a certificate on personal development & appraisals from Kausar Ghee Mills

Territory Sale Officer (Lahore)



KISAN OIL & GHEE MILLS (PVT.) LTD

OCT, 16-SEP, 2017

## Major Responsibilities

- Responsible for target achievements with proper planning.
- To plan & carry out sales activities to agreed budgets, sales volumes, values, product mix and timescales.
- Implementation of company polices.
- To carry out sales promotional activities.
- Handling of sales promoter.
- Respond to and follow up sales inquiries.
- Continual improvement of processes, assigned, tasks and related responsibilities.
- Work as a team leader with team members.
- Proper Documentation. Specially Channel:
- I.M.T, C.S.D, U.S.C & Few L.M.T

EVA OIL & GHEE MILLS (PVT.) LTD



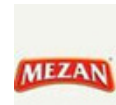
### Key Account Officer

May, 2016 Oct, 2016

#### Major Responsibilities:

- Responsible for sales of the assigned product division in the designed area.
  - Handling of sales representatives.
  - Controlling of trade damages.
  - Motivation of Merchandizer & Promoters.
  - To maintain the stock levels at stores & FIFO.
  - Responsible of merchandizing shop wise eye catching level in different areas.
  - Follow up & Supervision of Team.
  - To groom the Merchandizer & Promoter.
- Specially Channel:
- I.M.T, C.S.D & Al-Fatah

### Field Officer (Lahore)



MEZAN GHEE MILLS (PVT.) LTD

April. 2013 to April, 2016

#### Major Responsibilities:

- Responsible for target achievements with proper planning.
  - Implementation of company policies.
  - To carry out sales promotional activities.
  - Handling of sales promoter.
  - Respond to and follow up sales inquiries.
  - To groom the sales promoters for the next promotions.
  - Control of Trade Damages
- Specially Channel:
- I.M.T, C.S.D & USC

### Senior Stocker (Lahore)



CARREFOUR.

MARCH 2009 to APRIL, 2013

Working as a Senior Stocker and (Grocery warehouse incharge) and reach struck and fork lifter operator (with driving license) at Carrefour Fortress Stadium Lahore Certificate of Recognition Presented to Mr. Sardar Gull. In recognition of his contribution for opening of the 1st store in Pakistan.

### Floor Assistant (Lahore)

AL FATEH DEPARTMENTAL STORE



1 Year experience in Al-Fatha Departmental Store as Floor Assistant. Al-Fatha Departmental Store Liberty Market Lahore.

### Floor Assistant (Lahore).

ARY CASH & CARRY STORE



2 Years experience in ARY Cash & Carry as Floor Assistant. ARY Cash & Carry Saddique Trade Centre Gulberg Lahore.